

WHAT IS CLAIMED IS:

1 1. A system for managing a real estate purchase transaction, comprising:
2 control logic configured to receive information from a buyer;
3 control logic configured to create a contract using the received information;
4 control logic configured to generate one or more milestones associated with
5 the contract; and
6 control logic configured to monitor the one or more milestones associated with
7 the contract to ensure their completion during the real estate purchase transaction.

1 2. The system of claim 1 wherein the one or more milestones associated
2 with the contract include closing escrow.

1 3. The system of claim 1 wherein the information received from the
2 buyer includes financial information.

1 4. The system of claim 1 wherein the information received from the
2 buyer includes options information.

1 5. The system of claim 1 wherein the information received from the
2 buyer includes information on contingent property.

1 6. The system of claim 1 further comprising:
2 control logic configured to allow a seller to make a counter offer to the
3 contract.

1 7. The system of claim 1 wherein the control logic configured to monitor
2 the one or more milestones associated with the contract further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones associated with the contract.

1 8. The system of claim 1 further comprising:
2 control logic configured to manage information from a prospect;
3 control logic configured to generate one or more milestones associated with
4 the prospect; and
5 control logic configured to monitor the one or more milestones associated with
6 the prospect to ensure their completion.

1 9. The system of claim 8 wherein the one or more milestones associated
2 with the prospect include following up with the prospect.

1 10. The system of claim 8 wherein the control logic configured to monitor
2 the one or more milestones associated with the prospect further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones associated with the prospect.

1 11. The system of claim 1 further comprising:
2 control logic configured to manage information relating to a warranty issue
3 arising out of the contract;
4 control logic configured to generate one or more milestones associated with
5 the warranty issue; and
6 control logic configured to monitor the one or more milestones associated with
7 the warranty issue to ensure their completion.

1 12. The system of claim 11 further comprising:
2 control logic configured to manage information relating to a vendor; and
3 control logic configured to make the information relating to the vendor
4 available in order to help resolve the warranty issue.

1 13. The system of claim 12 wherein the information relating to the vendor
2 includes vendor rating.

1 14. The system of claim 12 wherein the vendor is responsible for
2 providing a warranty in connection with the warranty issue.

1 15. The system of claim 11 wherein the control logic configured to
2 monitor the one or more milestones associated with the warranty issue further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones associated with the warranty issue.

1 16. The system of claim 1 wherein the system is implemented using
2 computer software.

1 17. A system for managing real estate purchase transactions, comprising:

control logic configured to receive information from a plurality of buyers; control logic configured to create a plurality of contracts using the received information;

control logic configured to generate one or more milestones for each of the plurality of contracts; and

control logic configured to monitor the one or more milestones for each of the plurality of contracts to ensure their completion.

18. The system of claim 17 wherein the one or more milestones for at least one of the plurality of contracts include closing escrow.

19. The system of claim 17 wherein the information received from at least one of the plurality of buyers includes financial information.

20. The system of claim 17 wherein the information received from at least one of the plurality of buyers includes options information.

21. The system of claim 17 wherein the information received from at least one of the plurality of buyers includes information on contingent property.

22. The system of claim 17 further comprising:
control logic configured to allow a seller to make a
one of the plurality of contracts.

23. The system of claim 17 wherein the control logic configured to monitor the one or more milestones for each of the plurality of contracts further includes: control logic configured to inform corresponding parties responsible for completion of the one or more milestones for each of the plurality of contracts.

24. The system of claim 17 further comprising:
control logic configured to manage information from a plurality of prospects;
control logic configured to generate one or more milestones for each of the plurality of prospects; and
control logic configured to monitor the one or more milestones for each of the plurality of prospects to ensure their completion.

1 25. The system of claim 24 wherein the one or more milestones for each of
2 the plurality of prospects include following up with the plurality of prospects.

1 26. The system of claim 24 wherein the control logic configured to
2 monitor the one or more milestones for each of the plurality of prospects further includes:
3 control logic configured to inform corresponding parties responsible for
4 completion of the one or more milestones for each of the plurality of prospects.

1 27. The system of claim 17 further comprising:
2 control logic configured to manage information relating to one or more
3 warranty issues arising out of one or more of the plurality of contracts;
4 control logic configured to generate one or more milestones for each of the
5 one or more warranty issues; and
6 control logic configured to monitor the one or more milestones for each of the
7 one or more warranty issues to ensure their completion.

1 28. The system of claim 27 further comprising:
2 control logic configured to manage information relating to one or more
3 vendors; and
4 control logic configured to make the information relating to the one or more
5 vendors available in order to help resolve the one or more warranty issues.

1 29. The system of claim 28 wherein the information relating to the one or
2 more vendors includes vendor rating.

1 30. The system of claim 28 wherein at least one of the one or more
2 vendors is responsible for providing a warranty in connection with the one or more warranty
3 issues.

1 31. The system of claim 27 wherein the control logic configured to
2 monitor the one or more milestones for each of the one or more warranty issues further
3 includes:
4 control logic configured to inform corresponding parties responsible for
5 completion of the one or more milestones for each of the one or more warranty issues.

1 32. The system of claim 17 wherein the system is implemented using
2 computer software.

1 33. The system of claim 17 further comprising:
2 control logic configured to manage information relating to a plurality of
3 developments.

1 34. The system of claim 33 wherein the information relating to the
2 plurality of developments includes a list of options.

1 35. The system of claim 33 wherein the information relating to the
2 plurality of developments includes a list of option types.

1 36. The system of claim 33 wherein the information relating to the
2 plurality of developments includes information relating to one or more agents assigned to
3 handle each of the plurality of developments.

1 37. The system of claim 17, wherein the plurality of contracts are
2 respectively managed by a plurality of agents, further comprising:
3 control logic configured to display information relating to a first agent from
4 the plurality of agents.

1 38. The system of claim 37 wherein the displayed information includes
2 contracts being managed by the first agent.

1 39. The system of claim 37 wherein the displayed information includes the
2 one or more milestones for each of the contracts being managed by the first agent.

1 40. The system of claim 17 further comprising:
2 control logic configured to assign an agent to one or more developments.

1 41. The system of claim 17 further comprising:
2 control logic configured to assign a sales manager to one or more agents.